



Invoice No.: IND-1016-0011

Sold To:  
Indiana State Department of Health  
ATTN: Finance /Purchasing, 2C  
2 N. Meridan Street  
Indianapolis, IN 46204

Invoice Date: 9/20/17  
Order Number: 0017544779  
Fund: 61910/571513 / 305000

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Description of Services  
Personal Services

Federal ID: 23-2868660  
Contract Period: 10/1/2016 - 9/30/2017  
Contract Amount: \$2,250,000.00  
Contract Number: 17466  
Date of Services: 8/1/2017 -8/31/2017  
Payment requested for: Real Alternatives, Inc.  
Description of Services and Total Paid: \$206,483.85  
See attached detailed charges required  
by ISDH program  
Project Code: N/A  
Activity Code: N/A

  
\_\_\_\_\_  
Vendor's signature

  
\_\_\_\_\_  
Date



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EXCELLENCE

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Pennsylvania Association  
of Nonprofit Organizations'  
Standards for Excellence

7810 Allentown Boulevard, Suite 304, Harrisburg, PA 17112  
717-541-1112 (V) 717-541-9713 (F)

[www.RealAlternatives.org](http://www.RealAlternatives.org) \* [www.LoveFacts.org](http://www.LoveFacts.org) \* [www.ConcernedParents.com](http://www.ConcernedParents.com)

Attachment B: Budget  
 Real Alternatives, Inc. A70-5-041137  
 Indiana Pregnancy & Support Services Program  
 October 1, 2016 - September 30, 2017

| Expense Type   | Budget Category | Expense Detail                   | Budgeted Cost         | Actual Expenses<br>YTD-July 2017 | Remaining Cost<br>Aug 2017 to Sep-2017 | Actual Cost<br>Aug-17 | Actual Expenses<br>YTD-Aug 2017 | Remaining Cost      |
|----------------|-----------------|----------------------------------|-----------------------|----------------------------------|--|-----------------------|---------------------------------|---------------------|
| Administrative | Salary          | President & CEO                  | \$55,000.00           | 29,226.67                        | \$25,773.33                            | 6,421.27              | 35,647.94                       | \$19,352.06         |
| Administrative | Salary          | VP of Administration             | \$20,000.00           | 17,434.80                        | \$2,565.20                             | 3,595.47              | 21,030.27                       | (\$1,030.27)        |
| Administrative | Salary          | Assistant Director of Finance    | \$0.00                | -                                | \$0.00                                 | -                     | -                               | \$0.00              |
| Administrative | Salary          | Senior Accountant                | \$6,000.00            | 6,675.58                         | (\$675.58)                             | \$1,006.15            | 7,681.73                        | (\$1,681.73)        |
| Administrative | Salary          | Junior Accountant                | \$0.00                | -                                | \$0.00                                 | -                     | -                               | \$0.00              |
| Administrative | Salary          | Bookkeeper                       | \$2,000.00            | 1,015.04                         | \$984.96                               | \$285.18              | 1,300.22                        | \$699.78            |
| Services       | Salary          | VP of Operations                 | \$40,000.00           | 15,193.78                        | \$24,806.22                            | \$4,068.38            | 19,262.16                       | \$20,737.84         |
| Services       | Salary          | Indiana Services Director        | \$40,000.00           | -                                | \$40,000.00                            | -                     | -                               | \$40,000.00         |
| Services       | Salary          | Services Coordinator             | \$10,000.00           | 4,481.91                         | \$5,518.09                             | \$375.96              | 4,857.87                        | \$5,142.13          |
| Services       | Salary          | Services Assistance              | \$7,500.00            | 4,548.21                         | \$2,951.79                             | \$1,651.09            | 6,199.30                        | \$1,300.70          |
| Services       | Salary          | Billing Coordinator              | \$5,000.00            | 3,085.40                         | \$1,914.60                             | \$1,105.68            | 4,191.08                        | \$808.92            |
| Services       | Salary          | Service Provider Approval        | \$2,000.00            | 56.16                            | \$1,943.84                             | -                     | 56.16                           | \$1,943.84          |
| Services       | Salary          | Service Provider Monitoring      | \$3,000.00            | 93.45                            | \$2,906.55                             | \$1,057.02            | 1,150.47                        | \$1,849.53          |
| Services       | Salary          | Hotline Counselor                | \$2,000.00            | 1,140.03                         | \$859.97                               | \$196.52              | 1,336.55                        | \$663.45            |
|                |                 | Subtotal                         | \$192,500.00          | \$82,951.03                      | \$109,548.97                           | \$19,762.72           | \$102,713.75                    | \$89,786.25         |
| Administrative | Fringe          | Unused Sick                      | \$0.00                | -                                | \$0.00                                 | -                     | -                               | \$0.00              |
| Services       | Fringe          | Unused Sick                      | \$0.00                | -                                | \$0.00                                 | -                     | -                               | \$0.00              |
| Administrative | Fringe          | Payroll Taxes                    | \$5,000.00            | 3,167.62                         | \$1,832.38                             | \$416.59              | 3,584.21                        | \$1,415.79          |
| Services       | Fringe          | Payroll Taxes                    | \$9,000.00            | 1,729.91                         | \$7,270.09                             | \$577.70              | 2,307.61                        | \$6,962.39          |
| Administrative | Fringe          | Workers' Comp                    | \$500.00              | 215.46                           | \$284.54                               | \$26.21               | 241.67                          | \$258.33            |
| Services       | Fringe          | Workers' Comp                    | \$500.00              | 178.26                           | \$321.74                               | \$23.24               | 201.50                          | \$298.50            |
| Administrative | Fringe          | Pension                          | \$2,500.00            | 1,411.48                         | \$1,088.52                             | \$303.29              | 1,714.77                        | \$785.23            |
| Services       | Fringe          | Pension                          | \$2,000.00            | 665.08                           | \$1,334.92                             | \$194.84              | 859.92                          | \$1,140.08          |
| Administrative | Fringe          | Employee Group Ins               | \$14,000.00           | 8,845.46                         | \$5,154.54                             | \$1,340.05            | 10,185.51                       | \$3,814.49          |
| Services       | Fringe          | Employee Group Ins               | \$10,000.00           | 3,584.50                         | \$6,415.50                             | \$550.34              | 4,134.84                        | \$5,865.16          |
|                |                 | Subtotal                         | \$43,500.00           | \$19,797.77                      | \$23,702.23                            | \$3,432.26            | \$23,230.03                     | \$20,269.97         |
| Administrative | Travel          | Travel/Lodging                   | \$500.00              | 20.53                            | \$479.47                               | -                     | 20.53                           | \$479.47            |
| Services       | Travel          | Travel                           | \$10,000.00           | 1,522.68                         | \$8,477.32                             | \$722.95              | 2,245.63                        | \$7,754.37          |
|                |                 | Subtotal                         | \$10,500.00           | \$1,543.21                       | \$8,956.79                             | \$722.95              | \$2,266.16                      | \$8,233.84          |
| Administrative | Supplies        | Office Expense                   | \$31,000.00           | 3,398.86                         | \$27,601.14                            | \$128.86              | 3,527.72                        | \$27,472.28         |
| Administrative | Supplies        | Computer Resources/Upgrades      | \$15,000.00           | -                                | \$15,000.00                            | -                     | -                               | \$15,000.00         |
| Services       | Supplies        | Client Education Materials       | \$20,000.00           | 10,294.18                        | \$9,705.82                             | -                     | 10,294.18                       | \$9,705.82          |
| Services       | Supplies        | Pregnancy Test Kits              | \$5,000.00            | 4,349.10                         | \$650.90                               | \$501.40              | 4,850.50                        | \$149.50            |
|                |                 | Subtotal                         | \$71,000.00           | \$18,042.14                      | \$52,957.86                            | \$630.26              | \$18,672.40                     | \$52,327.60         |
| Administrative | Contracts       | Accounting/IT/Legal consulting   | \$10,000.00           | 2,992.23                         | \$7,007.77                             | \$176.77              | 3,169.00                        | \$6,831.00          |
| Administrative | Contracts       | Auditing                         | \$4,000.00            | 3,019.96                         | \$980.04                               | \$493.76              | 3,513.72                        | \$486.28            |
| Administrative | Contracts       | Copier Service Contracts         | \$750.00              | 622.71                           | \$127.29                               | \$108.93              | 731.64                          | \$18.36             |
| Services       | Contracts       | Client Service Providers         | \$1,809,500.00        | 1,627,691.55                     | \$181,808.45                           | \$178,579.06          | 1,806,270.61                    | \$3,229.39          |
| Services       | Contracts       | Meetings/Seminars/Conference     | \$7,000.00            | -                                | \$7,000.00                             | \$226.67              | 226.67                          | \$6,773.33          |
| Services       | Contracts       | Services Advertising             | \$0.00                | -                                | \$0.00                                 | -                     | -                               | \$0.00              |
| Services       | Contracts       | Services Database Consulting     | \$15,000.00           | 4,271.25                         | \$10,728.75                            | \$127.50              | 4,398.75                        | \$10,601.25         |
|                |                 | Subtotal                         | \$1,846,250.00        | \$1,638,597.70                   | \$207,652.30                           | \$179,712.69          | \$1,818,310.39                  | \$27,939.61         |
| Administrative | Other           | Professional Development         | \$2,000.00            | 1,072.00                         | \$928.00                               | \$95.31               | 1,167.31                        | \$832.69            |
| Administrative | Other           | Job advertising                  | \$500.00              | 290.79                           | \$209.21                               | -                     | 290.79                          | \$209.21            |
| Administrative | Other           | New employee screening           | \$250.00              | -                                | \$250.00                               | -                     | -                               | \$250.00            |
| Administrative | Other           | Postage/Shipping                 | \$10,000.00           | 1,645.23                         | \$8,354.77                             | \$47.75               | 1,692.98                        | \$8,307.02          |
| Administrative | Other           | Rent                             | \$40,000.00           | 8,741.53                         | \$31,258.47                            | \$1,494.00            | 10,235.53                       | \$29,764.47         |
| Administrative | Other           | Telephone Service                | \$3,500.00            | 1,520.15                         | \$1,979.85                             | \$259.10              | 1,779.25                        | \$1,720.75          |
| Administrative | Other           | General Business Liability Ins   | \$1,000.00            | 405.49                           | \$594.51                               | \$67.51               | 473.00                          | \$527.00            |
| Administrative | Other           | Insurance - Directors & Officers | \$1,500.00            | 989.36                           | \$510.64                               | \$146.83              | 1,136.19                        | \$363.81            |
| Services       | Other           | Toll Free Referral System        | \$2,500.00            | 728.79                           | \$1,771.21                             | \$112.47              | 841.26                          | \$1,658.74          |
| Services       | Other           | Contract Closeout Cost           | \$25,000.00           | -                                | \$25,000.00                            | -                     | -                               | \$25,000.00         |
|                |                 | Subtotal                         | \$86,250.00           | \$15,393.34                      | \$70,856.66                            | \$2,222.97            | \$17,616.31                     | \$68,633.69         |
| Administrative |                 |                                  | \$225,000.00          | 92,710.95                        | \$132,289.05                           | \$16,413.03           | 109,123.98                      | \$115,876.02        |
| Services       |                 |                                  | \$2,025,000.00        | \$1,683,614.24                   | \$341,385.76                           | \$190,070.82          | \$1,873,685.06                  | \$151,314.94        |
|                |                 | <b>Total</b>                     | <b>\$2,250,000.00</b> | <b>\$1,776,325.19</b>            | <b>\$473,674.81</b>                    | <b>\$206,483.85</b>   | <b>\$1,982,809.04</b>           | <b>\$267,190.96</b> |



Real Alternatives  
Actual Administrative Expenses  
Indiana: Fiscal Year 2016-17

| Cost Category                        | Budgeted Dollars        | Actual Expenses     | Actual Expenses     | Actual Expenses      | Remaining Cost       |
|--------------------------------------|-------------------------|---------------------|---------------------|----------------------|----------------------|
| <b>Personnel</b>                     |                         | YTD-July 2017       | Aug-17              | YTD-Aug 2017         |                      |
| President & CEO                      | \$55,000.00             | \$ 29,226.67        | \$ 6,421.27         | \$ 35,647.94         | \$19,352.06          |
| VP of Administration                 | \$20,000.00             | \$ 17,434.80        | \$ 3,595.47         | \$ 21,030.27         | (\$1,030.27)         |
| Assistant Director of Finance        | \$0.00                  | \$ -                |                     | \$ -                 | \$0.00               |
| Senior Accountant                    | \$6,000.00              | \$ 6,675.58         | \$1,006.15          | \$ 7,681.73          | (\$1,681.73)         |
| Junior Accountant                    | \$0.00                  | \$ -                |                     | \$ -                 | \$0.00               |
| Bookkeeper                           | \$2,000.00              | \$ 1,015.04         | \$285.18            | \$ 1,300.22          | \$699.78             |
| Professional Development             | \$2,000.00              | \$ 1,072.00         | \$95.31             | \$ 1,167.31          | \$832.69             |
| Payroll Taxes                        | \$5,000.00              | \$ 3,167.62         | \$416.59            | \$ 3,584.21          | \$1,415.79           |
| Workers Compensation Insurance       | \$500.00                | \$ 215.46           | \$26.21             | \$ 241.67            | \$258.33             |
| Pension                              | \$2,500.00              | \$ 1,411.48         | \$303.29            | \$ 1,714.77          | \$785.23             |
| Employee Group Insurance             | \$14,000.00             | \$ 8,845.46         | \$1,340.05          | \$ 10,185.51         | \$3,814.49           |
| Job Advertising                      | \$500.00                | \$ 290.79           | \$ -                | \$ 290.79            | \$209.21             |
| New Employee Screening               | \$250.00                | \$ -                |                     | \$ -                 | \$250.00             |
| <b>Total Personnel</b>               | <b>\$ 107,750.00</b>    | <b>\$ 69,354.90</b> | <b>\$ 13,489.52</b> | <b>\$ 82,844.42</b>  | <b>\$ 24,905.58</b>  |
| <b>Operating</b>                     | <b>Budgeted Dollars</b> |                     |                     |                      |                      |
| Accounting/IT/Legal Consulting       | \$10,000.00             | \$ 2,992.23         | \$176.77            | \$ 3,169.00          | \$6,831.00           |
| Postage/Shipping                     | \$10,000.00             | \$ 1,645.23         | \$47.75             | \$ 1,692.98          | \$8,307.02           |
| Auditing                             | \$4,000.00              | \$ 3,019.96         | \$493.76            | \$ 3,513.72          | \$486.28             |
| Travel/Lodging                       | \$500.00                | \$ 20.53            |                     | \$ 20.53             | \$479.47             |
| Rent                                 | \$40,000.00             | \$ 8,741.53         | \$1,494.00          | \$ 10,235.53         | \$29,764.47          |
| Telephone Service                    | \$3,500.00              | \$ 1,520.15         | \$259.10            | \$ 1,779.25          | \$1,720.75           |
| General Business Liability Insurance | \$1,000.00              | \$ 405.49           | \$67.51             | \$ 473.00            | \$527.00             |
| Insurance-Directors & Officers       | \$1,500.00              | \$ 989.36           | \$146.83            | \$ 1,136.19          | \$363.81             |
| Office Expense                       | \$31,000.00             | \$ 3,398.86         | \$128.86            | \$ 3,527.72          | \$27,472.28          |
| Computer Resources                   | \$15,000.00             | \$ -                |                     | \$ -                 | \$15,000.00          |
|                                      |                         | \$ -                |                     | \$ -                 |                      |
| <b>Total Operating</b>               | <b>\$ 116,500.00</b>    | <b>\$ 22,733.34</b> | <b>\$ 2,814.58</b>  | <b>\$ 25,547.92</b>  | <b>\$ 90,952.08</b>  |
| <b>Equipment</b>                     | <b>Budgeted Dollars</b> |                     |                     |                      |                      |
| Equipment Service Contracts          | \$750.00                | \$ 622.71           | \$108.93            | \$ 731.64            | \$18.36              |
| <b>Total Administrative Expenses</b> | <b>\$ 225,000.00</b>    | <b>\$ 92,710.95</b> | <b>\$ 16,413.03</b> | <b>\$ 109,123.98</b> | <b>\$ 115,876.02</b> |

**Actual Services Expenses  
Indiana: Fiscal Year 2016-17**

| <b>Cost Category</b>                | <b>Budgeted Dollars</b> | <b>Actual Expenses<br/>YTD-July 2017</b> | <b>Actual Expenses<br/>Aug-17</b> | <b>Actual Expenses<br/>YTD-Aug 2017</b> | <b>Remaining Cost</b> |
|-------------------------------------|-------------------------|--|-----------------------------------|---|-----------------------|
| <b>Personnel</b>                    |                         |  |                                   |   |                       |
| Vice President of Operations        | \$40,000.00             | \$ 15,193.78                             | \$4,068.38                        | \$ 19,262.16                            | \$20,737.84           |
| Indiana Services Director           | \$40,000.00             | \$ -                                     |                                   | \$ -                                    | \$40,000.00           |
| Services Coordinator                | \$10,000.00             | \$ 4,481.91                              | \$375.96                          | \$ 4,857.87                             | \$5,142.13            |
| Billing Coordinator                 | \$5,000.00              | \$ 3,085.40                              | \$1,105.68                        | \$ 4,191.08                             | \$808.92              |
| Services Assistance                 | \$7,500.00              | \$ 4,548.21                              | \$1,651.09                        | \$ 6,199.30                             | \$1,300.70            |
| Service Provider Approval           | \$2,000.00              | \$ 56.16                                 | \$0.00                            | \$ 56.16                                | \$1,943.84            |
| Service Provider Monitoring         | \$3,000.00              | \$ 93.45                                 | \$ 1,057.02                       | \$ 1,150.47                             | \$1,849.53            |
| Hotline Counselor                   | \$2,000.00              | \$ 1,140.03                              | \$196.52                          | \$ 1,336.55                             | \$663.45              |
| Payroll Taxes                       | \$9,000.00              | \$ 1,729.91                              | \$577.70                          | \$ 2,307.61                             | \$6,692.39            |
| Workers Compensation Insurance      | \$500.00                | \$ 178.26                                | \$23.24                           | \$ 201.50                               | \$298.50              |
| Pension                             | \$2,000.00              | \$ 665.08                                | \$194.84                          | \$ 859.92                               | \$1,140.08            |
| Employee Group Insurance            | \$10,000.00             | \$ 3,584.50                              | \$550.34                          | \$ 4,134.84                             | \$5,865.16            |
|                                     |                         |  |                                   |   |                       |
|                                     |                         |  |                                   |   |                       |
|                                     |                         |  |                                   |   |                       |
| <b>Total Personnel</b>              | <b>\$ 131,000.00</b>    | <b>\$ 34,756.69</b>                      | <b>\$ 9,800.77</b>                | <b>\$ 44,557.46</b>                     | <b>\$ 86,442.54</b>   |
| <b>Operating</b>                    | <b>Budgeted Dollars</b> |  |                                   |   |                       |
| Client Education Materials          | \$20,000.00             | \$ 10,294.18                             | \$ -                              | \$ 10,294.18                            | \$9,705.82            |
| Services Advertising                | \$0.00                  | \$ -                                     | \$0.00                            | \$ -                                    | \$0.00                |
| Meetings/Seminars/Conference        | \$7,000.00              | \$ -                                     | \$ 226.67                         | \$ 226.67                               | \$6,773.33            |
| Travel/Lodging To Service Providers | \$10,000.00             | \$ 1,522.68                              | \$722.95                          | \$ 2,245.63                             | \$7,754.37            |
| Srvcs Database Consulting & Dev     | \$15,000.00             | \$ 4,271.25                              | \$127.50                          | \$ 4,398.75                             | \$10,601.25           |
| Client Service Providers            | \$1,809,500.00          | \$ 1,627,691.55                          | \$178,579.06                      | \$ 1,806,270.61                         | \$3,229.39            |
| Toll-free Referral System           | \$2,500.00              | \$ 728.79                                | \$112.47                          | \$ 841.26                               | \$1,658.74            |
| Contract Closeout Cost              | \$25,000.00             | \$ -                                     |                                   | \$ -                                    | \$25,000.00           |
|                                     |                         | \$ -                                     |                                   | \$ -                                    |                       |
|                                     |                         | \$ -                                     |                                   | \$ -                                    |                       |
|                                     |                         | \$ -                                     |                                   | \$ -                                    |                       |
| <b>Total Operating</b>              | <b>\$ 1,889,000.00</b>  | <b>\$ 1,644,508.45</b>                   | <b>\$ 179,768.65</b>              | <b>\$ 1,824,277.10</b>                  | <b>\$ 64,722.90</b>   |
| <b>Equipment</b>                    | <b>Budgeted Dollars</b> |  |                                   |   |                       |
| Pregnancy Test Kits                 | \$5,000.00              | \$ 4,349.10                              | \$501.40                          | \$ 4,850.50                             | \$149.50              |
|                                     |                         |  |                                   |   |                       |
| <b>Total Services Expenses</b>      | <b>\$ 2,025,000.00</b>  | <b>\$ 1,683,614.24</b>                   | <b>\$ 190,070.82</b>              | <b>\$ 1,873,685.06</b>                  | <b>\$ 151,314.94</b>  |